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# Message Text

UNCLASSIFIED

PAGE 01 STATE 167069
ORIGIN COME-00

INFO OCT-01 EB-07 AF-10 ARA-14 EA-09 EUR-12 NEA-10
SIG-02 MMO-04 ISO-00 /069 R

DRAFTED BY COM:BIC MFCOSTANTINO :GMR STATE: SPHARRIS
APPROVED BY EB/OCA/CMSPHARRIS
COM:BIC WFBAYEN
COM:BIC DFSULLIVAN
COM:OFO JRDEPAULO (PHONE)
EB/OCA/CCBERLIN
AF/EX/GKRYZA
ARA/EX/RSGERSHENSON
EA/EX/HRMILLS
EUR/EX/DCLEIDEL
NEA/EX/MVSCHAGER
EB/EX/FMWILSON
----------106798 190241Z /75
R 182049Z JUL 77
FM SECSTATE WASHDC
TO ALL DIPLOMATIC AND CONSULAR POSTS

UNCLAS STATE 167069

INFORM CONSULS

E.O. 11652: N/A

TAGS: BEXP, BRTA, XX

SUBJECT: COMMERCIAL PROGRAM: BUSINESS CONSULTATIONS

1. E/C OFFICERS, ESPECIALLY THOSE IN CLASSES 3 THROUGH 6,
RETURNING TO THE U.S. ON HOME LEAVE/RETURN OR TRANSFER,
ARE URGED TO TAKE ADVANTAGE OF THE ONGOING COMMERCE-STATE
BUSINESS CONSULTATION PROGRAM. THIS PROGRAM PROVIDES
OFFICERS WITH AN OPPORTUNITY TO MEET WITH REPRESENTATIVES
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OF THE AMERICAN BUSINESS COMMUNITY AND WITH STATE
DEVELOPMENT AGENCIES FOR A FIRSTHAND EXCHANGE OF INFORMA-
TION AND POINTS OF VIEW, AND TO BETTER ACQUAINT THEM WITH
OUR COMMERCIAL SERVICES ABROAD.

2. A 1 TO 3 DAY CONSULTATION PERIOD AT A DISTRICT OFFICE
WILL ENABLE E/C OFFICERS TO OBSERVE THE USDOC DELIVERY

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SYSTEM IN THE U.S.; TO EXCHANGE CURRENT MARKET INFORMATION WITH DISTRICT OFFICE PERSONNEL, U.S. BUSINESSMEN, REPRESENTATIVES OF FINANCIAL INSTITUTIONS AND STATE DEVELOPMENT AGENCIES, AND OTHER CONTACTS AS APPROPRIATE; TO GAIN INSIGHT TO AND UNDERSTANDING OF THE NEEDS OF U.S. BUSINESSMEN; AND TO DISCUSS HOW THESE NEEDS CAN BE ADDRESSED THROUGH COMMERCIAL ASSISTANCE AND SERVICES AVAILABLE AT FOREIGN SERVICE POSTS.

3. DISTRICT OFFICE CONSULTATIONS MAY INCLUDE PARTICIPATION IN DISTRICT EXPORT COUNCIL MEETINGS, EXPORT SEMINARS, AND MEETINGS OF LOCAL CHAMBERS OF COMMERCE, BUSINESS GROUPS AND ASSOCIATIONS. AN OFFICER MAY BE SCHEDULED TO ADDRESS SELECTED GROUPS AND TO VISIT BUSINESS DEPARTMENTS OF LOCAL UNIVERSITIES.

4. ACTION REQUESTED: IT IS INTENDED THAT E/C OFFICER PARTICIPATION IN THE BUSINESS CONSULTATION PROGRAM BE MAXIMIZED. AT LEAST SIX WEEKS PRIOR TO DEPARTURE FROM POST, OFFICERS DESIRING TO PARTICIPATE SHOULD CABLE USDOC/CRD THE FOLLOWING INFORMATION:

A. NAME, GRADE, ONGOING ASSIGNMENT AND GENERAL DESCRIPTION OF RESPONSIBILITIES AT POST.

B. HOME LEAVE AND TRANSFER ITINERARY, INCLUDING ETA IN UNCLASSIFIED



THE U.S. AND LENGTH OF STAY.

C. DISTRICT OFFICE(S) INTERESTED IN VISITING.

D. TOPICS SUGGESTED FOR PUBLIC SPEAKING ENGAGEMENTS, AND COMPANIES, INCLUDING THE NAMES OF CONTACTS OR REPRESENTATIVES, WITH WHOM MEETINGS COULD BE ARRANGED.

5. STATE AND COMMERCE WILL REVIEW ALL APPLICATIONS TO PARTICIPATE IN THIS PROGRAM. THE FINAL DETERMINATION IN THE SELECTION OF OFFICERS WHO APPLY FOR THE PROGRAM WILL DEPEND UPON AVAILABLE FUNDING.

6. UPON ARRIVAL IN THE U.S., OFFICERS APPROVED FOR PARTICIPATION IN THIS PROGRAM SHOULD CONTACT COMMERCE, BIC COMMERCIAL REPRESENTATION DIVISION, TELEPHONE 202-377-3397 TO CONFIRM CONSULTATION PLAN. VANCE



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# Message Attributes

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**Concepts:** n/a
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**Decaption Note:**
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**Disposition Approved on Date:**
**Disposition Case Number:** n/a
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**Enclosure:** n/a
**Executive Order:** N/A
**Errors:** N/A
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**Litigation History:**
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**Original Previous Classification:** n/a
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**Previous Handling Restrictions:** n/a
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**TAGS:** BEXP, BTRA, APER, XX
**To:** ALL POSTS
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**Review Markings:**
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